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Fingerhut Business Intelligence (BI) has a long and successful history of building statistical models to predict consumer behavior. The models constructed are typically segmentation-based models in which the target audience is split into subpopulations (i.e., customer segments) and individually tailored statistical models are then developed for each segment. Such models are commonly employed in the direct-mail industry; however, segmentation is often performed on an ad-hoc basis without directly ...

**Keywords:** Segmentation-based models, decision trees, feature selection, linear regression, logistic regression, targeted marketing

**2 Evolving data mining into solutions for insights: Business applications of data mining** Chidanand Apte, Bing Liu, Edwin P. D. Pednault, Padhraic SmythAugust 2002 **Communications of the ACM**, Volume 45 Issue 8**Publisher:** ACM PressFull text available:  [pdf\(105.88 KB\)](#) Additional Information: [full citation](#), [abstract](#), [references](#), [citations](#), [index terms](#) [html\(27.21 KB\)](#)

They help identify and predict individual, as well as aggregate, behavior, as illustrated by four application domains: direct mail, retail, automobile insurance, and health care.

**3 Learning methods: Sequential cost-sensitive decision making with reinforcement learning** Edwin Pednault, Naoki Abe, Bianca ZadroznyJuly 2002 **Proceedings of the eighth ACM SIGKDD international conference on Knowledge discovery and data mining****Publisher:** ACM PressFull text available:  [pdf\(1.06 MB\)](#) Additional Information: [full citation](#), [abstract](#), [references](#), [citations](#), [index terms](#)

Recently, there has been increasing interest in the issues of cost-sensitive learning and decision making in a variety of applications of data mining. A number of approaches have been developed that are effective at optimizing cost-sensitive decisions when each decision is considered in isolation. However, the issue of sequential decision making, with the goal of maximizing total benefits accrued over a period of time instead of immediate

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[www.cs.toronto.edu/cogrobo/Papers/aijframe.ps.Z](http://www.cs.toronto.edu/cogrobo/Papers/aijframe.ps.Z)

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In Proceedings of AAAI-92, San Jose, CA, 1992. Pednault, 1988] E.P.D. Pednault. Synthesizing plans that San Jose, CA, 1992. Pednault, 1988] E.P.D. Pednault. Synthesizing plans that contain actions with

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David McAllester, Steve Minton, Edwin Pednault, Ying Sun, Josh Tenenberg, Brian Williams, Mike

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method. Several recent publications, including [Pednault, 1989] Lifschitz, 1991 ] Lin and

action in classical logic proposed in [Pednault, 1989] and [Reiter, 1991] as well as the

by John McCarthy. Ables, Norwood, NJ, 1990. Pednault, 1989] Edwin Pednault. ADL: Exploring the

[www.cs.utexas.edu/users/vl/mypapers/indirect0.ps](http://www.cs.utexas.edu/users/vl/mypapers/indirect0.ps)

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methods of reasoning about action proposed by Pednault and Reiter and the circumscriptive approach of

to reason about action in first order logic [Pednault, 1989 Schubert, 1990 Reiter, 1991] Again,

methods for reasoning about action, suggested by Pednault [Pednault, 1989] and Reiter [Reiter, 1991]

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in general [McCarthy & Hayes 1969, Moore 1977, Pednault 1988, Tenenberg 1990, Pelavin 1990] nearly all

Kautz Plan Recognition 09/09/97 page 67 Pednault, E. P. D. 1988) Synthesizing Plans that Contain

[www.cs.washington.edu/homes/kautz/papers/prbook.ps](http://www.cs.washington.edu/homes/kautz/papers/prbook.ps)

[How to Progress a Database - Lin, Reiter \(1997\) \(Correct\) \(46 citations\)](#)

to the action ff (cf. Rosenschein [24] and Pednault [16]) The resulting database describes the

can be done using regression (cf. Waldinger [27] Pednault [17] and Reiter [21] to reduce the projection

us that D S ff is a strongest post-condition (cf. Pednault [16] Dijkstra and Scholten [3] and others) of

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[A Probabilistic Approach to Fast Pattern Matching in Time.. - Keogh, Smyth \(1997\) \(Correct\) \(34 citations\)](#)

for example or Minimum Description Length as in Pednault (1991) for this problem) We found that for

IEEE Trans. Comp. C-22, no. 7, 689-697, 1974. Pednault, E. Minimum length encoding and inductive

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intractable. Under the classical framework, Pednault [17] provided a happy compromise between the

In this paper, we combine elements of uwl and Pednault's adl, defining sadl: a middle-ground

1 that combines ideas from uwl with those from Pednault's adl [18, 17] Just as adl marked the "middle

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[Conditional Effects in Graphplan - Anderson, Smith, Weld \(1998\) \(Correct\) \(27 citations\)](#)

is important because the expressive power of ADL #Pednault 1989# provides a much more convenient way to referred to as a secondary precondition #Pednault 1989# Note also that, like an action

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